

GOOD WORK OF THE
DEMONSTRATORSJust a Little Story of
Farmers' Co-operative
Demonstration WorkTHE THIRTY-FIVE
COUNTIES IN HANDLegislature Has Put It Up to the
Boards of Supervisors—Some
Boards Act—Others Do Not.
People Beginning to
Wonder Why—Good
Work Done.

BY FRANK S. WOODSON.

If anything has ever been demonstrated to be of vast benefit and profit to the people at large the co-operative farm demonstration work in Virginia is that thing, and while the boards of supervisors of the 35 counties in Virginia hesitate to take advantage of the law to help the good work along is something of a mystery. Perhaps they do not fully understand this demonstration work and do not know, as they should know, of the great results that have been accomplished. It is a pity that every member of every county Board of Supervisors in the State was not in Richmond during State Fair week to see the exhibits made from the thirty-five counties that have had the advantage of the good work of the local and general demonstrators.

The History of It.

The Education Board of New York instituted this work in the South. I presume this board followed the same general lines in other Southern States that it did in Virginia. The Education Board of New York is simply a company of philanthropic gentlemen of the North, principally of New York, who undertook soon after the War Between the States to raise money to help the impoverished South along educational lines. They did raise a vast deal of money and did do a great deal of good. In the course of time the board reached the conclusion that the South being an agricultural country, but largely wedded to obsolete methods of farming, money could be wisely spent in teaching better methods of farming. In educating the young farmers and the old ones, too, in modern methods, that is to say, teaching them about intensive farming, conservation of lands, stock raising, etc.

Good Results Shown.

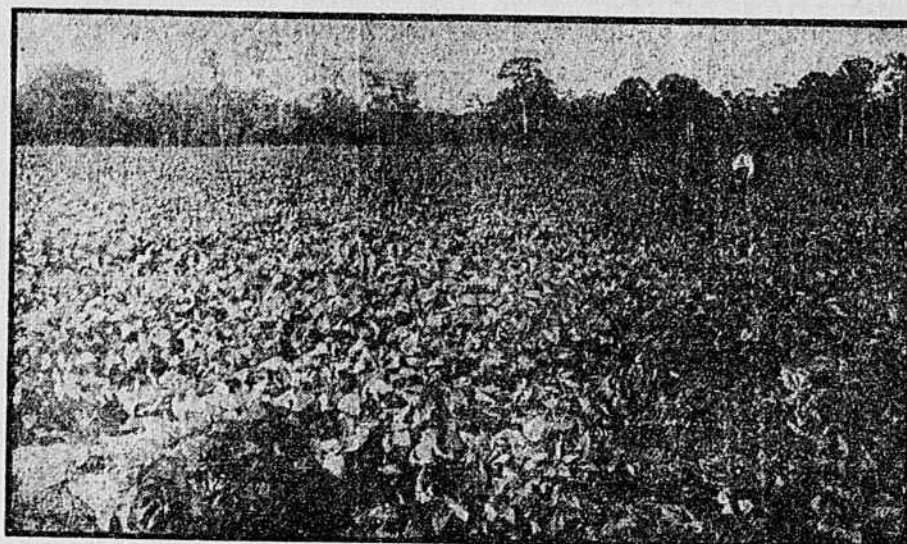
The board appropriated a certain amount of money to Virginia and employed Thomas O. Sandy, who had done some very wise demonstrating on his own hook, to lead in the good work. Two years of effort on the part of Sandy opened the eyes of a great many people, and the State authorities thought it wise to do all that could be done to supplement the work by adding to the fund which had come voluntarily from the Education Board of New York. About that time along came that great and good man, the late Dr. S. A. Knapp, of the Agricultural Department of the United States government, and he offered to lend a helping hand from the treasury of Uncle Sam, and he preached the good doctrine of going after the boys through the Corn Clubs and the farmers' girls through the Canning Clubs, etc. This State authorities came into the work and the United Board was organized, composed of representatives from the co-operative farm demonstration work, from the State Agricultural Department, from the Education Board of New York and from the State Educational Department.

Legislature Comes to Help.
The Legislature authorized the expenditure of as large a sum of money as could be spared from the general education fund, and that in connection with the funds furnished by the government and by the Education Board of New York has been wisely and profitably used in advancing the good work of the Boys' Corn Clubs and the Girls' Canning Clubs. The magnificent exhibits at the State Fair, which have been told about in these columns, show will continue to be told about, show how well and how wisely this money has been spent.

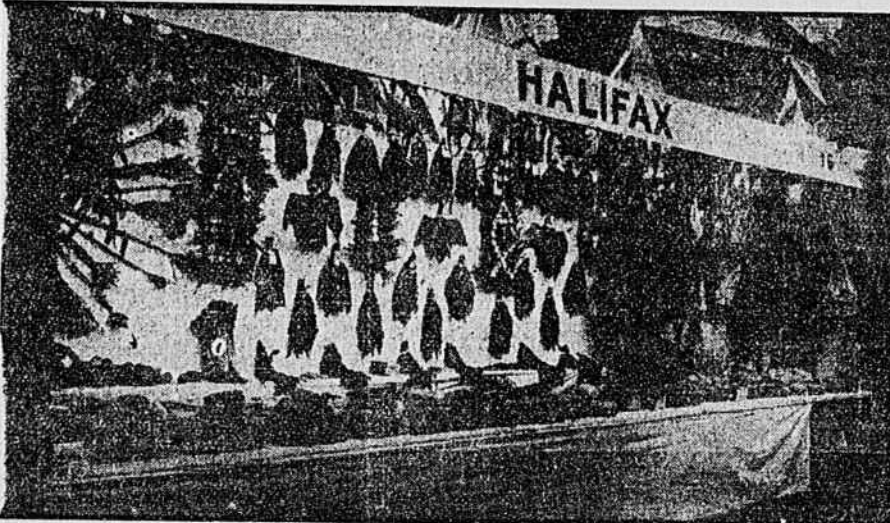
The Legislature went further and made a law which gives each county in the State power to help along the good work of the demonstration. This law empowers the Board of Supervisors of each county to appropriate a sum of money not exceeding \$20 to each 1,000 inhabitants to aid in the demonstration work. Such counties as make this appropriation will be entitled to a county demonstrator to work under the general supervision of the State demonstrator and his immediate lieutenants. However, it is discretionary with the Board of Supervisors whether they make the appropriation or not. If they make it their county will have a local demonstrator and the help of the State demonstrator, and the appropriation they make at the rate provided by the act of Legislature is sufficient to pay the expenses or not, and in many cases it is not sufficient. The additional amount comes from the sources mentioned above.

Thirty-five Counties Come In.
Only thirty-five counties took advantage of this act of Assembly, and made the appropriation at the rate of \$20 or less to the 1,000 inhabitants. In some instances two adjoining counties took part and together made a sufficient appropriation to have a joint demonstrator. Here is the list of counties that now have demonstrators and the names of the demonstrators: Amherst, H. S. Peyton; Appomattox, J. W. Flood; Albemarle, L. M. Walker; Augusta, R. G. Koller; Amelia, and Powhatan, B. A. Warner; Bedford, W. P. Moore; Buchanan, J. V. Oliver; Brunswick, W. S. Wright; Chesterfield, T. D. Burfoot; Culpeper, J. G. Bruce; Dinwiddie, S. P. Spain; Fairfax, J. C. Hunter; Fluvanna and Goochland, W. O. Sneed; Greensville, J. C. Liffay; (Continued on Third Page.)

SOMETHING DOING IN OLD VIRGINIA



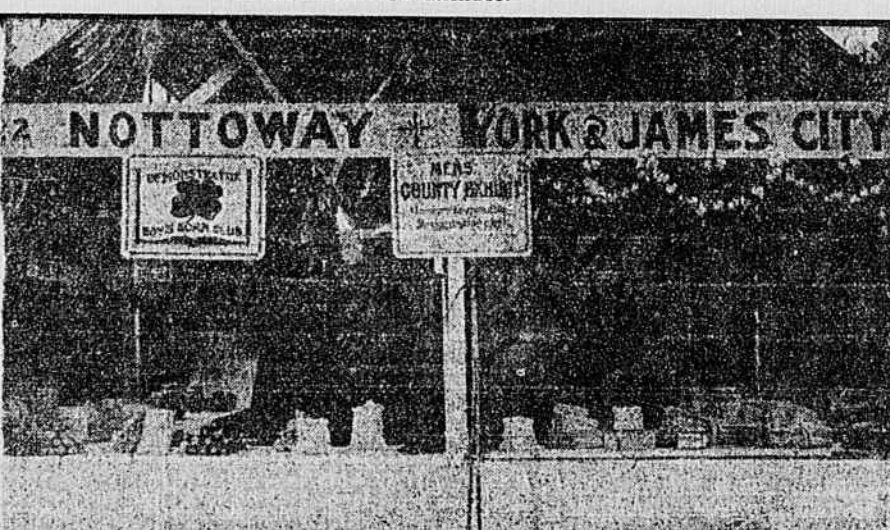
COWPEA FIELD AT BELLWOOD FARM.



HALIFAX COUNTY EXHIBIT.



GLANCE AT ALBEMARLE.



A TRI-COUNTY DEMONSTRATOR SHOW DOWN.

LARGE SALES OF
LEAF TOBACCOTroubles of the Trust in the
Court Don't Affect the
Market.

SALES AND PRICES SATISFY

Reports From All of Virginia
and Carolina Markets—Active
Business Everywhere.

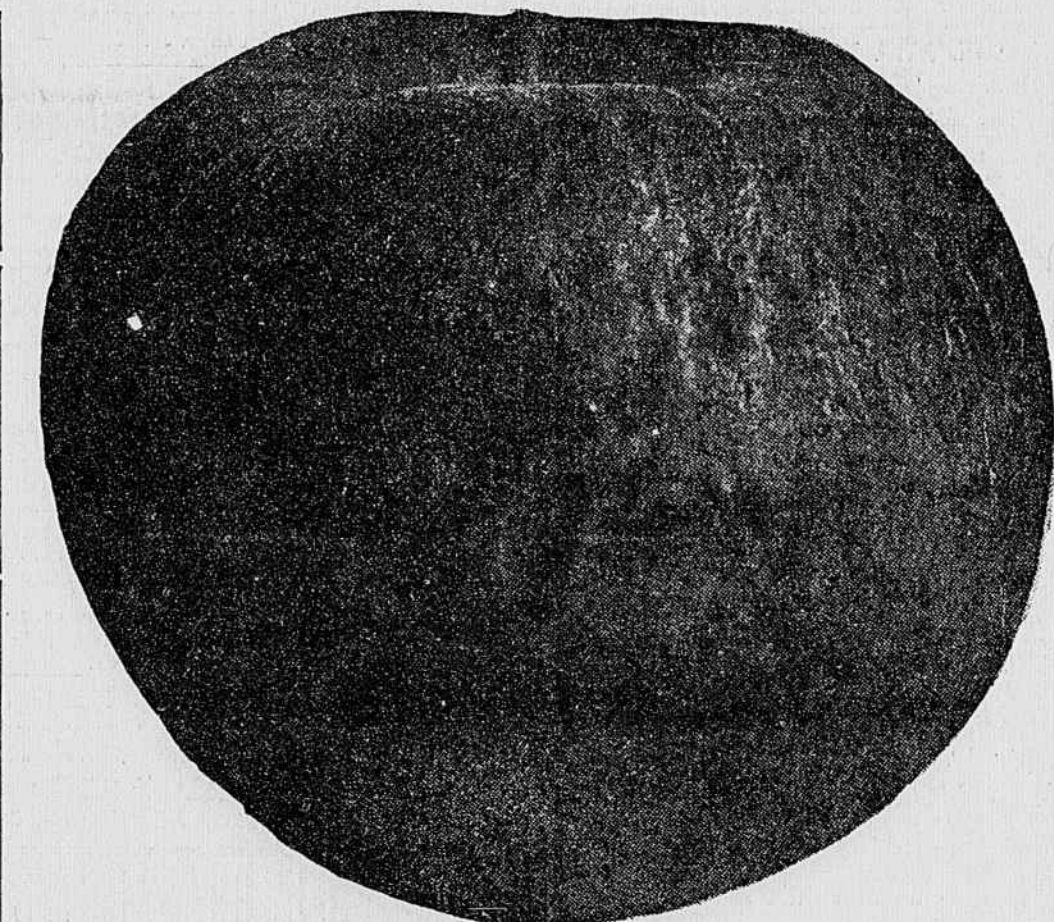
The Richmond warehouses were busy the past week they having sales days from Tuesday to Friday, inclusive. The Wednesday and Thursday sales were not very large, but those of Tuesday and Friday brought the total up right well, considering the weather. The total sales of loose leaf for the week amounted to between 150,000 and 200,000 pounds, all of which was composed of the sun-cured stock of various grades. One warehouseman figures up his average of prices obtained at a fraction over 3 cents per hundred. The others likely did just as well, if no better, and everybody knows that a 2-cent average at this season of the year is something worth bragging about. All of the buyers and all of the sellers, as for that matter, agree that it has been many years since an average so large has been realized on the Richmond market this early in the season.

It can hardly be said that the really good stock of the crop has come to market this early, and yet last week a high-water mark of \$30 per hundred was struck. On the breaks there was, of course, some discussion of the suits pending looking to the dissolution or disruption of the American Tobacco Company, and there were all kinds of mutton-head opinions expressed, but the consensus of good opinion among the tobacco men was that the plan of reorganization submitted by the big trust, with some amendments and variations here and there that may be suggested by other interests, will digress, be decided upon by the courts, and that business will go right along. Anyhow, the leaf is selling higher than it has sold before in several years, and that is intensely pleasing to the farmers.

The cold snap which bobbed up suddenly a week or two ago will quite likely cut the receipts of the raw leaf down this week, and it now looks as if the warehousemen will have smaller sales this week.

Lynchburg Tobacco Market.
Lynchburg, Va., November 4.—The receipts of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following report of tobacco sold on the Lynchburg market:
Sold week ending October 27, 278,000 pounds; sold week ending November 3, 235,000 pounds; decrease this week, 43,000 pounds.
Sold from September 1, to November 3, 1911, 1,644,100 pounds; sold from September 1, to November 4, 1910, 754,900 pounds; increase for 1911, 889,200 pounds.
Receipts are light, owing to the dry weather, but with a good season for handling tobacco sales will be much larger. Prices are good, the general average price being higher than the same time last year, and it is expected that a good deal of the crop will be sold early if it can be gotten ready for market.
The offerings so far indicate that the crop is one of fine quality.

Danville Tobacco Report.
Danville, Va., November 4.—The receipts of loose tobacco at the warehouses and (Continued on Third Page.)



VIRGINIA'S PRIDE, THE WINESAP APPLE.

WOMEN'S GOOD
WORK CO. FORMEDEvergreen Preserving Company
Becomes a Chartered Institution
With All Necessary Powers.

During the past week the State Corporation Commission issued many charters. Perhaps the one that is of most local interest was that of one that enables a goodly number of women to do business under the firm name and style of the Virginia Preserving Company, formerly known as the Evergreen Preserving Company. Mrs. William Hodges Mann, the wife of the Governor of Virginia, is the president of this company, and it is understood that all of the stockholders are Virginia women. The amount of stock, according to the terms of the charter, is limited to \$10,000, and it is understood that so far only women have bought the stock. All of it has not yet been taken, and it is probable that several thousand dollars of the stock is yet to be taken, and the indications are that it will all go to the women.

Notwithstanding the fact that all of the stock has not yet been absorbed the company is doing business right in season. It is certain that large quantities of fruits were canned and preserved during the fall months, and (Continued on Third Page.)

VIEWS AND NEAR VIEWS;
HINTS AND SUGGESTIONSThe Virginia Winesap Apple—West Virginia's
Celebration—Various and Sundry Hints
From Various and Sundry Sources
Letter Things Are on Ahead.BY FRANK S. WOODSON,
Industrial Editor.

I am in receipt of a letter from a man away up yonder in Boston, asking me to tell him about "a little red apple, called the winesap." I have had several copies of the letter made and forwarded them to several friends of mine in the fruit-growing regions of Virginia with the request that each of them answer according to his own views. In less than a week my Boston friend will know all about the winesap. In the meantime I am printing on the front page of the Industrial Section a picture of a winesap, taken from the first fruits of this good year 1911; from a sample sent me by Mr. Moorman, of the Shenandoah Fruit Growers' Association. The picture, if it takes well, will tell the whole story, but for fear it may not take well, I will say in plain print that in my judgment the winesap apple is the best fruit that grows on the top side of the earth, and no winesaps grow quite so sweet as those in old Virginia. This is my personal opinion, or personal taste, as the case may be, and expression is given to it (Continued on Third Page.)

with all due respect to the far-famed
Albermarle pippin.

New Way for Tobacco Planting.
I have just been reading a description of a new labor-saving machine, which is said to have been invented by a Tennessee man, and which is intensely interesting to me. When I was younger than now I have set out tobacco plants in the old-fashioned way until my backbone was like a corkscrew clamoring to be straightened out.

It seems that this Tennessee fellow has invented a machine that, while apparently somewhat cumbersome, will at least knock out the backache. The machine is called, or will be called, if it is ever deemed worthy of being called at all, a transplanter. According to the account I have read it is drawn by a team trained to walk very slowly. It consists of a barrel of water set on a truck with a single wheel ahead, which acts as a roller. Behind the truck comes a plow, which opens a furrow in which the plants are set. Following come the wings, which draw the soil over the roots of the plants and set them.

The barrel of water is so connected (Continued on Third Page.)

COAL MINING AND
WORKERS IN MINESCurious People Mining Interest
Has Brought to Virginia
in Recent Years.

QUESTION CONFRONTING US

Are They Desirable People, and
Can We Make Them
Good Citizens?

The first bituminous coal mined in the United States came from the Richmond basin of Virginia. That is a fact easily verified. As early as 1322 this area is reported to have produced 54,000 short tons. As other fields, however, more favorably situated as to quality of coal and ease of mining were developed along the famous Shenandoah valley in the seventies, these early mines were abandoned. Not, however, until 1892, when the Norfolk and Western Railroad was constructed northward from Radford and opened the Pocahontas region, did Virginia again become important as a coal-producing State.

At the present time there are three important coal fields in Virginia—the Big Stone Gap, or Wise county field; the Pocahontas, or Tazewell county, and the Lee county, or Black Mountain areas. The Black Diamond field was not opened until 1905, and in 1908 reached a production of over 400,000 tons.

Extraordinary Development at Big Stone Gap.

The Big Stone Gap coal field is of striking importance because of the production of a fine quality of coke, which rivals that of the famous Connellsville coke of Pennsylvania. This field was not opened until 1891. Nine new mines were started in that year, and 124,088 tons of coal were mined during the ensuing year. From 1892 to 1902 the annual output greatly increased, and in 1902 the output was 422,417 tons. By comparing the output of 1892 with that of 1902 it will be seen that the production was increased nearly twenty times. This field reached its highest mark in 1907, with a production of 3,158,416 short tons. The growth in coke production has kept pace with the coal mined, more than 60 per cent. of the total output being made into coke.

Demand for Labor and Immigrants.
Owing to the ruggedness of the Big Stone Gap region, the opportunities for agriculture are meagre, and it was accordingly very sparsely settled when the mines began to be developed. This fact made the question of labor important from the beginning.

To develop the mines almost all of the labor had to be brought in from other parts of the country. The labor was procured from three sources: (1) The negroes from other sections of Virginia, (2) white laborers from the same section and (3) immigrants from the soft coal regions of Pennsylvania, reinforced by friends and relatives from abroad.

All of the coal companies operating in the district in its early development were comparatively small, and the number of immigrants employed prior to 1900 was not great. The first immigrants to come into the field were Magyars, who had originally been in the Pocahontas region. They arrived in 1893 in small numbers and did not (Continued on Third Page.)

REAL ESTATE AND
BUILDING NEWSBusiness Dull in a Way.
Active Inquiry—Investors
Willing to Wait.MONEY IS EASY
IN ALL THE BANKSHome Makers and Industrial In-
vestors Seem to Be Slow to
Borrow—Just What's in the
Air Remains to Be Seen.
Real Estate Notes
of Interest.

Taken as a whole, the real estate market for the past week has been exceedingly dull. Very few of the many agents whose signs adorn the streets are willing to tell about any big things they have done. If they had done any big things they would not be slow to tell it.

Sales in the West End that have been heard of amount to not more than \$100,000. In addition to these I hear that Pollard & Bagby made a kind of a double-barreled deal that foots up in the aggregate something like \$125,000. Maybe this deal had better be explained, for it has a back story. Through Pollard & Bagby, one of the latest real estate agencies in the city, H. S. Waterston, a real estate plunger of much note, made a deal by which he became the owner of two pieces of good property on the north side of Broad street, between First Street and Brook Avenue, and it is understood that Mr. Waterston paid for this property the goodly sum of \$21,000, however, in exchange for the same he put in as collateral some mighty good residential property on south third street, that was valued at \$35,000. Anyhow, the swap was made in due form, and the deal very largely increased the real estate commissions of the firm that figured the deal out to its final end.

Trades and Swaps.
In addition to the above recorded sales something like \$100,000 worth of trading might be mentioned.

For instance Amos & Poindeexter tell me of \$25,000 of business. The little fat man of Blanton & Co., talks over his boom and his cigar, of something like \$15,000 of business. President Funsten, of the Glinter Park Company, boasts of mighty good sales out there. Mr. Green tells some good things about sales in Virginia Place.

Some Other Deals.
Golsan & Nash have made some fine sales the past week in their pet region, Westhampton, and otherwise. Nicholson & Crutchfield tell me of some good little sales. Seldon Taylor & Company have done some business; N. B. Bowe & Son come in for a few deals of one kind and another, and so have the Denoeys and a whole army of other agencies, but all the fellows are mighty reticent.

They do not seem to want to tell anything. They seem to be in a kind of waiting humor. Maybe it is better that they should wait. One good agent told me that he saw some light upon the situation, and may explain the reticence of some of the agencies. Said he: "A bank man told me this morning that there is all the money any man is looking for in the banks loaned on decent security, that is to say, good real estate security at the usual bank interest rate." I have no doubt that is true, but the bigger real estate rate, with all the commissions coming and going, may be greater than the bank rate. I should say, however, it is. I have heard that somehow between real estate agents and the actual cash rate appears a remarkable gulf, a kind of gulf of vacillancy, vacant as to the funds that come to the borrower, not vacant at all as to the real estate man in between and his commissions going and coming. But all the same there may be real estate men and real estate men. Some may be altogether on the make, some may be otherwise. Some may be really patriotic and devoid of extreme selfishness. Maybe so, in fact, possibly they are far and few between that is, when they get to getting out money on real estate security.

NEW BANK.

The Bank Backed by the Real Estate Men Will Open Here and There.

The Bank of Savings and Trust is the name of the new bank that will open up for business in the early days of the next month. It is no secret that this is a bank that has been called into existence. The bank, which has been incorporated with a capital stock of \$200,000, will open up business some time between now and the 15th of December. It has already been decided that the home office shall be in the old National Bank of Virginia, at Eleventh and Main Streets. That this bank is going to be right in the swim, especially among real estate men, there can be no doubt. An evidence of this lies in the fact that H. R. Pollard, Jr., one of the best known business men of Richmond, has been elected president of the new bank.

Reparation Awarded.

[Special to The Times-Dispatch.]
Washington, D. C., November 4.—Reparation in the sum of \$39,290 for day was awarded to the Western Whaley Lumber Company, of Bristol, in proceedings of that concern against the Carolina, Clinchfield and Ohio Railroad Company, by the Interstate Commerce Commission. April 11, 1911, the lumber company shipped a carload of lumber from Duncannon, to Mauganaville, Md., and thence reconsigned it to Boston. The shipment was improperly routed, hence the overcharge.